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FIREADE LIGA, SATURDAY, JANUARY 30, 1915. Get acquainted with men who do things; the

other kind will do you. How to Make Your Heart Glow

F YOU well-fed and comfortably-clad people who are reading this page understood the dire straits in which the Home Relief Division of the Emergency Aid Committee find many familles in this winter of unemployment you would not delay a moment in making contributions of money and clothing.

One man appeared at relief headquarters yesterday, half-starved and wearing no garments but a pair of ragged trousers and an overcoat; and a woman asked for help who had to borrow a cape to go on the street because she had nothing to wear of her own but a petticoat and a torn under-vest. The families needing help belong to men out of work who never expected to be reduced to the necessity of asking for relief. There would be many more of them were it not for the wondrous kindness which the poor show to one another. For example, one poor woman, who had been employed by the committee to do sewing, insisted on paying the carfare for another woman who had asked for work when there was no more to be given out. "I've a job and this woman hasn't." said she, "and I'd feel selfish if I couldn't help her a bit."

Whoever, after discovering the pressing need, feels selfish because he or she has not done what was possible to relieve the suffering in the city, may feel that glow which comes from consciousness of a kind deed promptly done, by sending a contribution at once to the Emergency Aid Committee in the Lincoln Building.

The Taint of Vindictiveness

CENATOR FLETCHER, of Florida, a mighty protagonist of the ship-purchase scheme, had this to say in its defense;

I am warranted in saying that 30 per cent, of the coastwise and practically the entire foreign American shipping are in the hands of those allied with the National City Bank, the United States Trust Company, the National Bank of Commerce, the Guaranty Trust Company—all having for their head the Bockefeller-Morgan-Perkins Interests. It is against these interests that the Government is fighting for this measure.

Our statesmanship apparently is not at all concerned about whether an industry is successful or unsuccessful, good or bad. "Who's back of it?" is the important question. So a Senator of the United States actually proposes that the Government enter into a scheme to punish, ruin and destroy, if possible, American property interests simply and solely because he does not like those interests. A bank owns a railroad, therefore the Government should confiscate the Whither this sort of leadership leads has been abundantly demonstrated this winter in the soup houses.

# Not Twenty But Two

THE President declares that "enterprise has been checked in this country for almost 20 years, because men were moving among a maze of interrogation points." During the last 20 years the business of the nation showed the greatest expansion in our history, All industry leaped forward. If there was anything the matter with our progress, it was that it went too fast. There is a suspicion that doubt and hesitation and lack of confidence did not begin 20 years ago. The cipher should be stricken off.

#### Hats Off to the Bluecher's Crew! THE German sailors who went down with

the Bluecher died like men. Here is what happened, as told by a sailor on the British warship which rescued some of the Germans: Just before the end all that was left of the crew lined up by the rail, standing stiffly at attention, with their arms straight down at their sides. Then, when Death confronted them, they gave three wild cheers and waved their caps in the air, as if saying Morituri salutamus! and sank.

The British sailors uttered one involuntary and spontaneous shout of admiration and rushed their boats to the rescue. Every redblooded man who reads of this splendid heroism must join with the British who saw It in admiration for the stuff of which his fellows are made. Hats off to the crew of the Bluecher!

Fourth of July's Claim on the President

NOTHING must be allowed to interfere with the pilgrimage of the President to Independence Hall on the Fourth of July. The postponement of the opening of the Panama Canal, which was to have occurred in March, is unfortunate and unpreventable The selection of some date in July for the celebration is prudent. But it is not necessary to choose the first week in that month. That week was set apart last year for the visit of the President to the birthplace of the nation. President Wilson then established a precedent which both he and his suc-

comore for all time are expected to follow The reason for this is not that Philadelphia has a claim upon the President on the Fourth of July, but that the nation has a claim upon Philadelphia on that date. It looks to us to invite the President here and to make proper arrangements, in conjunction with the State and National Governments, for his proper entertainment, so that from the platform from which liberty was proclaimed to all the world he may speak a

measure of hope to the listening people. Not only is the President expected to be hers then. He must find the Liberty Bell in the place on that great unalversary, surrounded by all the accessories that appeal to the integination of patriots. If there were of other reason than this against the use of

the bell as an excuse for a Councilmante funketing trip to San Francisco, that should be sufficient to keep it here. But those who wish to see the Great Seal of the United States must go to Washington. Those who are curious about the crown jewels of Great Britain can see them only in the Tower of London. The imperial regalia of Napoleon can be inspected only by visitors to Paris. And it must be that the Crown Jewel of this sovereign people shall rest and remain in ità brilliant setting in Independence Square. Those who wish to see it must come where

### The Dallam Letter

MR. DALLAM was right the first time, intensive study of the transit situation has since warped his judgment. "The most valuable contribution to municipal literature that I have ever seen" has not changed. It is Mr. Dallam whose appreciation has cooled. He wonders now why the municipality should enter into an undertaking which will be of benefit to only some of the taxpayers. It is a little startling in this day and generation to find a person seriously arguing that transportation in a great city is not of general public interest. Yet the objection is just as reasonable as most of the others advanced by immovable obstructionists, who rival the crab in their facility for moving backward. and would rather light cigars with dynamite than countenance or support any modern improvement. It is not their fault, perhaps, that the cobwebs cannot be brushed out.

It may interest Mr. Dallam to learn that there is no longer any controversy as to the value of the Taylor plan. An overwhelming majority of the citizens have decided that Philadelphia needs and will have rapid transit. That question is settled. The only thing left to argue about is the time for the special election, and there is practical unanimity on that point. The whole city is aroused. It is watching Finance Committee and Councils to see whether the healtation microbe and obstructionist parasite have impregnated that body with their deadly virus. It has a cure if anything so inmentable as that has occurred.

Director Taylor says he is "sure the people of Philadelphia know a red herring when they see it." The treatment accorded the Costello proposal was proof of that. It does not pay to monkey with a buzz saw, no matter who you are, and trying to put the brakes on public opinion, well digested and formulated, has inevitably in this country met with the me kind of success as that which greeted Sid Hawkins, in Mississippi, when he sneaked up behind his balking mule and kicked it. When he recovered he made it a point never to be behind again.

### Was It Worth What It Cost?

THE Republican State Organization and Lits auxiliaries spent an unprecedentedly large sum in securing the election of Senator Penrose, and it finds that it has an unprecedentedly large deficit.

The men who made the contributions to the fund that was spent and those who will be called upon to pay the debts of the State Committee may be pardoned if they should begin to ask themselves if what they got for their money was worth the price.

Mexicans Cannot Fight Without Arms REPORTS from the ammunition factories indicate that the Mexican revolution is likely to be left in a back eddy to dry up while the great stream of war flows by. The European demand for powder, cartridges and guns is keeping the factories busy here. The prices offered are high and the pay is certain, No manufacturer with a European customer in sight will bother with the Mexican bandits. Orders for millions of dollars' worth of war supplies have displaced the petty orders which the Mexicans were placing in the United States. The agents of the dealers are not seeking new business across the border, and the revolutionists must fight with what

The necessity of conserving ammunition is likely to force a cessation of hostilities; and what fighting there is will be only what cannot be avoided. If events fulfill the promise of present prospects the conditions in Mexico will improve until the great war ends and a supply of second-hand weapons is put on the market and the powder and cartridge makers have a surplus stock to sell. Then the bandits will resume their looting in the name of patriotism.

they have and what they can make at home.

Rapid transit gloria mundi.

A battleship is all right if a submarine does not happen to see it.

Tree dentists are at work in Independence Square, but grass restorers are also needed

If they can take a man's appendix away when he is in a twilight sleep, what could they not abstract from him at midnight?

Mr. Bryan boasts that he would talk a great deal more if it were not for his self-restraint, but it does not seem possible.

Shells that will explode under water when fired from a gun with a 10-mile range are the latest devices for making war more horrible. It is well that the Democratic senatorial

a party measure, for no other party is willing to be responsible for it. Self-defense is not regarded as justification for killing a neighbor's chicken in Connecticut, especially when the slaughtered

bird is afterward cooked for the benefit of the

caucus should make the ship purchase bill

Those University of Pennsylvania professors have verified the popular impression regarding the functions of the spleen, for everybody knows that manifestation of it is a sign of indigestion.

The "movies" are so much more elevating than any other form of amusement to be had in Ithaca that the president of Cornell indurses them as useful in the moral uplift movement among the students.

Following the seizure of all food grains in Germany by the Government comes the announcement that it will be unnecessary to ask the Japanese to send their troops to Europe to reinforce the armies of the Allies.

So far as the immigration bill is concerned, Congress ought to know by this time that unless a measure has been initiated at the White House it will never get through it. One good vato is worth a dozen acquisses

### DO YOU KNOW THE "HOW" AND THE "WHY"?

You Are Only Half Working When You Know Only the "How" of the Processes in Whatever Business You Are in-The Other Half of Your Job.

By JOSEPH H. ODELL

AZINESS or slothfulness does not necessarily mean absolute idleness -hours, days r weeks in which a man has no occupation whatever; it implies a sluggishness, a disposition to evade the strenuous, a tendency to do as little work as possible and to do it grudgingly, as if it matters little whether it be done or not. It is a mood and is the forerunner of failure. John Wanamaker, during the first eight years of his commercial career, did not miss one single day from business, was never late and never allowed himself to be discouraged; this, as much as any other sinare characteristic, insured his success.

In the cases of men who have risen from lowly positions as employe the story admits of hardly a variation. The youth applies himself to his task with such diligence and arder that he does his work without conscious effort; his superior-foreman or superintendent-notices this feature, and when a vacancy occurs which implies more difficult work and higher wages, the earnestness warrants a trial. The labit of application soon conquers the initial difficulties of the new situation and creates the same impression of efficiency, and another promotion follows: until at length, by natural steps, the man finds himself in the highest position possible to attain in that industry. But by then the habit of resolute application has been acquired, and it is inevitable that new and more difficult plans should be put in operation-branch is added to branch, plant to plant, and suddenly the world calls the man

#### Between Success and Failure

Such is the history of Andrew Carnegie. But many a workman who started with Carnegle is still drawing his comparative dole in a weekly pay envelope or has been cast aside as a mere worn-out muscle worker, and is being supported by kind relatives or a benevolent Commonwealth. If the difference can be defined at all it is surely this-that the unsucessful worker never put enough mental and moral application into his immed ate task to qualify himself for a larger opportunity. Men only get bigger tasks and pigger salaries by becoming bigger men; the world can always find a larger field for any one who has outgrown his present one,

In this age, when necessity has outgrown the means of production in a maze of intricate machinery, based upon scientific principles, it is imperative that a man should know the "Why" as well as the "How." If he knows only the "How," he is simply a part of the machine that he helps to work. If he knows the "Why," he is a mind towering above the machine and using it as a servant, an unconscious slave, of which he is the mas-

#### "Close Your Door and Work" So it is imperative that they who wish

to succeed should pass beyond mere manual proficiency and grasp the laws which underlie and govern their occupations. This involves study. After the actual wage work is finished the sensible man will take up the mind work; he will devote himself to books and charts and problems: he will set aside a certain amount of time in the morning before the whistle blows or at night after the siren ceases, to an acquisition of such knowledge as will make him invaluable and supreme in his own department, and he will also widen the boundaries of his knowledge and qualify as a candidate for a larger sphere. In no other way can a worker hope to advance.

It is folly to say that this cannot be done. It can be done because it has been done, not once, but a thousand times, and is actually being done now by those who are forcing and level road to success; if there were we should never know what failure means and success itself would not be worth the winning. The wise Joseph de Maistre wrote to one who inquired about certain easy ways of learning foreign languages: "They are pure filusions. There are no easy methods of learning difficult things; the only method is, to close your door-and work," #Close your door and work!" Shut out all amusements that rob you of your strength, and admit only such as are real recreations-which give vigor to your mind and recuperation to your body; shut out all companions who lead you into waste of time or money or ability, and admit only those who stimulate your will and elevate your mind; shut out all habits that may prejudice you in the opinion of others or weaken your resolution or decrease your self-reliance, and admit only such as will win general confidence and qualify you to seize every on-coming opportunity and rise to every available responsibility.

# What is Work?

"And work!" It is necessary to remove an ancient misconception. For centuries the word "work" has been limited to muscular and manual occupation. But today we realize that the development of the mind is also work. It means the giving out of energy, and the latest science classifies it as a physical effort. In order to acquire knowledge a man must make an effort which is as tiring to the system as any muscular action. The only way in which we feel a physical exertion is through the nerves, and the only way we feel a mental effort is likewise through the nerves. So all study is work; all mastery of scientific laws is work. The man who wishes to achieve anything beyond the low level of mere subsistence must dedicate a certain portion of his strength to intellectual effort, and thus make his mind the ally and comrade and director of his muscles. If anything may be termed the direct road to success, it is this.

Peter the Great, Czar of Russia, had dreams of what he might do for his people, but he knew that even for royalty there was no royal road; he went abroad and learned by labor and study the industries he was to teach his race.

When John D. Rockefeller was boy he was working on a farm in New York State and dreaming of his future. One day he said to a farm boy about his own age: "I would like to own all the land in this valley as far as I can see. I sometimes dream of wealth and power. Do you think we shall ever be worth \$100,000, you and I? I hope to-some day." Soon afterward he moved to Cleveland and found a position as office boy. "I had plenty of ambition then, and saw that, if I was to accomplish much, I would have to work very, very hard, indeed." And he did. Every spare hour was given to study; every branch of business that he touched he mastered, down to the least detail, and out of small wages, by the time he was in Februoid, he had saved his first \$10,000. For M years Poter Cooper saved every

spare cent and devoted every spare moment to scientific and mechanical studies until he felt himself equipped to seize big opportunities. He invented his own machinery to enlarge his business; he constructed rolling mills on plans of his own, and made a fortune, while others were still following the old methods. When the directors of the Baltimore and Ohio Railroad gave up the construction of the road after building 13 miles, because it necessitated curves and grades which no engine could take, Cooper stepped in, completed the work, built a locomotive that would take the sharpest curve at high, speed and keep the track, and was at once recognized as one of the most practical and successful men in America. He was always training his brain for the big opportunities that he knew must come to the man who was ready. Ambition is a mockery, desire is a delusion, ideals are a burden, hopes are an aggravation, unless a man is willing to pay

# BIG BOOKS FROM LITTLE ONES

the price. And the price is severe mental

The Art of Extra-Illustration is a Wonderful Multiplier of Values.

TIME other day an extra-illustrated copy of Hampton L. Carson's "The Supreme Court of the United States: Its History," sold at a book sale for \$1475. This is by no means an unusual price for an extra-illustrated volume, but in what does the value consist?

An extra-illustrator is not what you might suppose him to be. He bears no resemblance to a magazine illustrator, because, in the first place, he more than likely cannot draw a straight line. He is not an artist, but a lover of books and illustrations, and, in those instances where he is in possession of large means, will spend a fortune on illustrating a single work.

Nearly every Philadelphian has heard of Watson's Annals. It is the greatest compend of interesting information about the city's early history ever collected, even if a great deal of it is traditionary. It originally was issued in a single, fat volume, but that was away back in 1830. About 40 years ago Samuel Hazard brought it more or less up to date, and this forms an additional volume, and usually you find the work in three.

Now the two-volume edition that was printed in 1856, I think, has attracted the attention of several collectors in this city, and one of these has extended these two volumes to 40 by the addition of portraits, views, documents, autograph letters, all forming a collection worth in itself a large sum.

Now, the inlayer's work on such an undertaking is considerable. He has to inset these prints and autograph material in sheets of paper that are of the size of the page of the book. That means that each sheet has to have an aperture cut in It that is slightly smaller than the object that is to be inlaid. Then the edges of this "window" have to be pared down to half the thickness of the sheet, and a similar operation reduces the thickness of the edges of the print. When they are pasted together the whole sheet is of an even thickness, and the print appears to be a natural part of the margin. All of which costs a great deal of money when several thousand prints have to be inlaid.

About 5000 prints and other material went to illustrate this copy of Watson's book, and another Philadelphian has attempted to Illustrate Bryan's Dictionary of Painters and Engravers. In addition to the illustrations that belong in this work, its owner has added 2000 others, and the reason he did not add more was that he wanted to see the book finished in his lifetime. Naturally, time and money alone could limit such a literary enterprise.

Where works are extended to many volimes the extra-illustrator has also to have extra title pages printed. But this is work for the printer and is no part of the inlayer's

The habit of extra-illustrating, it seems, grows to be a passion, and some of the wealthy men who begin it become as they progress more fastidious, and then the inlayer has his troubles. The collector discovers rarer or better impressions of some plate, or perhaps one that ought to go into the volume, but which previously had been unobtainable. This print has to be inserted in the handsomely bound volume without showing any signs of the addition, and this is more tedious than the actual work of in-

# The Reason Why

From the Boston Transcript.

'The American benefactions for 1914, 2215.

000,000, were larger than those of 1912 or 1912.

They had to be.

# THE MAN WHO WAS NEVER A CHILD

Keir Hardie Has Been a Fighter From His Birth, and Now a Paralytic Shock Has Ended the Stormy Activity of His Career.

By J. P. COLLINS

THE news that a paralytic stroke has I seized Mr. Keir Hardie, M. P., has set a generous wave of sympathy moving even among his bitterest opponents. The man who has made the British Labor party independent of Liberalism, and practically insured that it shall remain so, has been a fighter from his birth. He himself has said with something of his native bitterness, that he was "never a child," and we may truly add that his life has been a hard one from that precocious and oppressive beginning it had in the midst of a mining community in the Scottish lowlands 60 years ago. But this is exactly what causes us to make allowances of temperament and to appreclate the sterling stuff that underlies a rough and stern exterior.

THE DALLAM LETTER

James Keir Hardie, like Thomas Burt, the labor colleague from whom he differed so utterly in temperament, was born on the edge\_of the pits, and only a Border shire or two separated their birthplaces. Hardie's was a Lanarkshire village, and the living conditions of the miner when he first saw the light (August 15, 1856) were hard enough to account for the rebellious bias with which he started. Whether his consistency in this respect has helped the labor cause in later years depends, of course, upon

# In the Coal Pits

He had little or no schooling save from his mother's tuition, improved by spelling out shop signs and the notices on books and engravings. He has spoken of the day he was old enough to spell "Sartor Resartus," and of the later day when he had saved enough to buy books enabling him to read and understand them. He learned shorthand by blacking a slate over his candle and practicing the strokes on the carbonized surface. He worked in the coal pits from the age of 8 until he was 24, and then he determined to step higher.

The trade union movement was in its infancy, and Hardie, as a progressive, was bent on joining it. Persecution was his first reward; as unpaid secretary to a young organization he was blacklisted. But the Lanarkshire Miners' Union recognized in the young man an earnest and useful worker and elected him their secretary. In 1882 he "turned journalist," acting as subeditor, and later editor, on the Cumnock News, Ayrshire. Four years of newspaper work (and your provincial Scotch journalist has to earn nis pittance, I can tell you), gave him a broader outlook on life and more acquaintance with modern thought. In 1888 he had become strong enough to contest Mid Lanark as a Socialist. He failed, but it was an awakening. Four years later there was a vacancy in the East London borough of West Ham (a Socialist Mecca, by the way), and he entered Westminster, literally with a flourish of trumpets.

The "brass band" which has always been supposed to have been his prelude and acompaniment to Westminster consisted, as he has declared by a public explanation, repeated only last spring, of "one solitary cor-

# Founder of a Party

But there is no mistake about the new member's sporting what a contemporary wit called "an amorphous arrangement of toastcolored tweed," and Mr. Keir Hardie's golf cap became as much a symbol of our political life as the Gladstonian collar or the monocle of Mr. Chamberlain. What he did not do (as he further points out) was to resist the ruling of the Speaker about doffing it, and as a matter of fact he was never asked. It was another Scottish member accompanying him who were a hat and whom the Speaker corrected, but as the press gallery made some confusion of the incident Mr. Speaker Peel privately expressed to the new member the next day his regret at this misconception.

Kelr Hardle's mission was to detach the Labor section from Liberalism and make it in name and fact the independent Labor party, of which he was for years to be the leader. He also founded the Labor Leader, and has been a frequent figure in the reviews and magazines. His writing, like his speaches, ran counter to most of the preconceived ideas, and he never studied sequence of thought so long as he could express his

views with vigor. Years ago he left the Fabians and there has long been nothing a common between the Kelr Hardie of the Labor platform and the intellectual or diletante Socialism of certain ex-associates of his who have betaken themselves to liters-

OBSTRUCT

His Cottage in the Heart of London

For some years Mr. Keir Hardle lived, when in town, in a secluded court off Fatterlane, Fleet street, and cultivated congenta company in a surrounding of books chiefy relating to politics, Carlyle, Burns and the ballad literature of Scotland. There is a pleasant little story, as a friend of Mr. S. R. Littlewood has written, of the Labor leaders discovery of this London home of his. He had just determined to leave an almost equally old house in Chelsea. There he had lived, ever since he came to town, out of reverence for the memory of Carlyle, But he wished to be nearer his work in Flet street. So he wandered everywhere around seeking a lodging that he could care for, and found his way by chance to Nevill's Court Delighted with the place, he tapped at the very door and applied for the vacant rooms The good landlady, however, after looking him up and down, refused to let him have them without references. He has never relisquished his working-class garb, and she was nded when the rough-clad ger suggested the names of several members of Parliament as sponsors for his respectability.

Since that time until very lately Mr. Ker Hardle has occupied this modest dwelligg With his own hands he made these ordinar workingmen's rooms-two rooms now turn into one, and let at a smaller rent than many a workingman pays-into the simplest, me frugal, yet most entirely appropriate little dwelling place that could be imagined. He real home is, of course, still at Cumnock, it far away Ayrshire, where he was born an bred, and where his wife and family all live. It is there, like Romney, that he has gone back an old and broken man, to be nursed and prepared for a better world,

A Couple of Anecdotes

Just before the opening day of the season a few years ago Keir Hardie had occasion to repair to the House of Commons library 12 consult some books, where he met a friendly policeman, and the following colleguy sulted: "Are you working here, mate" "Yes." "On the roof?"-which was under going repairs at the time. "No, on the flost"

When he was in Belglum a few years are he was arrested and detained some time on suspicion of being in sympathy with a torious anarchist then in the hands of the police. The Belgian police were quite unal for a time to grasp the fact that one stilled in the democratic style which Keir Harris affects could possibly be a member of the British Parliament.

A notable incident of a mora agreed a kind was the message of sympathy whim be received from the King in 1963 when he

to undergo an operation for appendictia Early last year Mr. Keir Hardie came into legacy from two admirers, the Misses Elizabeth and Jane Kippen, of Edinburg who had inherited money from their father a West India trader. This will strip away the cares that might have accrued, now that he may have, and in all probability in to resign his membership of Parliament and with it the salary of \$2000 a year. It is old proverb in the prudent walks of life in which he belongs that the best piller b full purse, and those who have followed stormy career will rejoice at anything last tends to crown it with the rest and bear of mind that he has fairly earned.

# THE MAN WHO WINS

The man who wins is an average man.
Not built in any particular plan.
Not blest with any peculiar fuck—
Just stoady and earnest and full of pluck—
When naked a question he does not "guess"
He knows and answers "No" or "Yes.
When set to a task that the rest can't do
He buckles down till he's put it through.
Three things he learned: That the man

Finds favor in his employer's cyss;
That it pays to know more than one thing so.
That it doesn't pay all he knows to tall.
For the man who wine is the man who wall.
Who neither labor nor trouble shires.
Who mans his hand, his head, his tyes.
The man who wins is the man who trust.